

# TOP TIPS FOR BUILDING A PROFESSIONAL NETWORK

## Build your network by starting small:



**People you know:** friends and family, peers, classmates, coworkers, supervisors, UMKC faculty/staff

**People in your target industry/company/job:** LinkedIn, Roo Network, Bloch Mentoring Program, alumni, referrals



## People with influence:



- Ask to be introduced
- Meet BEFORE they are hiring
- Learn about their needs first
- Articulate your value

**Networking Opportunities:** career fairs (September & February), school-sponsored networking events, professional organizations, guest speakers in class or student organizations, workplaces, informational interviews

## How to prepare:

- Research individuals and their company/job
- Come with questions and an agenda
- Have your resume handy
- Follow up with a thank you and any action items

## Why Network?

Build professional relationships, learn from others, and market yourself

## What It's Not:

Networking is NOT asking for a job or favor or "using" contacts, nor is it only useful during your job search.